

FURNITURE MEN WILL MEET NEXT IN COLUMBIA

George B. Sydnor, Jr., of Richmond, Is Elected President of Association.

COHEN SPEAKS ON ADVERTISING

Brilliant Banquet at Jefferson Hotel Closes a Successful Convention. Loose Credit Systems Vigorously Assailed by Several Speakers.

A brilliant banquet at the Jefferson Hotel last night marked the conclusion of the annual convention of the Southern Retail Furniture Dealers' Association, which has been in session here since Wednesday morning. Columbia, S. C., was selected as the place for holding the next convention, and officers of the association for the ensuing year were elected and installed. An address on "Trade Evils," by Norman Johnson, editor of the Merchants Journal and Commerce, of Richmond, was a feature of last night's program. Speaking on the various business and economic needs of the South, he declared that sound business structures are built upon confidence and systematic methods. He paid glowing tribute to the newly-elected president of the association, George B. Sydnor, Jr., of Richmond.

Speeches were made by George E. Royal, of Goldsboro, N. C., first vice-president of the association; H. A. Taylor, of Columbia, S. C.; Robert N. Nelson, of Baltimore, Md.; Secretary J. A. Gilman, of Charlottesville; Chairman Clyde H. Ratcliffe, of Columbia; Jacob Umlauf, Rev. F. T. McFadden, D. D., and representative members of the association.

DISCUSS METHODS OF ADVERTISING

Various phases of modern methods of advertising were discussed last night by A. W. Litchfield, Jr., of Charlottesville, S. C., retiring president of the association, who presided over the evening session. He discussed the various methods of advertising, including the use of the telephone, the mail, and the newspaper. He also discussed the importance of advertising in the furniture business, and the need for a more systematic and efficient method of advertising.

The selection of Columbia, S. C., as the place for holding the next convention, and the election and installation of officers for the ensuing year, were the principal business matters transacted yesterday afternoon, while the address of Samuel Cohen, president of the Virginia Retail Merchants' Association, and the address of H. A. Taylor, of Columbia, S. C., were the principal features of the program. One of the most enjoyable events of yesterday afternoon was the sight-seeing automobile tour of the city.

COHEN ADVOCATES

That a strict adherence to the key to successful advertising is the declaration of Mr. Cohen in the course of his address on "Advertising." "The daily newspaper," he said, "is the best advertising medium to be found, because it permeates practically every household, and is read by almost every one. The successful advertiser must possess a thorough knowledge of his subject, and he must know just when, where, and how to advertise in order to realize beneficial results. He must distinguish between what is and what is not real advertising, and he must know how to use the advertising medium to his advantage. He must know how to invest his capital and expend his energies in an enterprise and who are entitled to beneficial results, which is the department of business in which he is engaged. He must know how to use the advertising medium to his advantage, and he must know how to use the advertising medium to his advantage."

COLUMBIA CHOSEN

The invitation extended to the association by R. C. Williams, of Columbia, S. C., to hold its next convention at the capital city of the Palmetto State was unanimously accepted. In making the motion that the 1915 gathering be held in Columbia, Mr. Williams drew prolonged applause when he referred to the South Carolina city as "The home of Wade Hampton." Before the vote on the place for holding the next convention was taken, the president explained to the association that it has been an established custom to rotate the gathering by year from State to State. He said South Carolina is justly entitled to the 1915 convention because the gathering was held last year in North Carolina, and this year in Virginia. Some point in Georgia will be named as the place for holding the convention in 1917.

AS NEXT MEETING PLACE

Yesterday afternoon the following officers of the association for the ensuing year were elected and installed: President, George B. Sydnor, Jr., of Richmond; vice-president, H. A. Taylor, of Columbia, S. C.; treasurer, W. L. Bell, of Concord, N. C.; secretary, J. A. Gilman, of Charlottesville, Va.; directors, to serve for a term of three years, E. A. Snell, of Clifton Forge; A. W. Litchfield, Jr., of Charleston, S. C.; G. S. Tucker, of Raleigh, N. C.; director for one year, Charles Robinson, of Atlanta, Ga.; director for two years, I. C. Helm, of Savannah, Ga.; director for three years, W. S. Mosley, of Augusta, Ga. Legislative committees for the several States represented in the association were appointed as follows: Virginia, J. P. B. Jurgens, George C. Powell, and S. P. Jones, all of Richmond; North Carolina, George C. Royall, of Goldsboro; Thomas Greene, of Raleigh; Cary Holman, of Durham; South Carolina, J. M. Van Meter, of V. Dickerson, and R. C. Williams, all of Columbia; Georgia, Rankin, Mason and Meyers, all of Atlanta; Agricultural committee, P. B. Cobb, of Greenwood, S. C.; R. J. Peck, of Rocky Mount, Va.; and R. O. Dittz, of Statesville, N. C.

HAYNES ASSAILS LOOSE

In a speech before the convention yesterday morning, L. D. Haynes, of

Norfolk, declared he would give \$1,000 to any man who will go to Norfolk and organize the furniture business. In the course of his speech, Mr. Haynes man vigorously assailed what he termed "loose credit methods," and explained a method whereby it is hoped to check those who purchase furniture on credit and move from place to place before settling their accounts.

"Advantages of Local Associations," by W. A. Clark, Jr., secretary of the Retail Merchants' Association, of Richmond, and "Legislation," by S. P. Jones, of Richmond, were the topics of addresses delivered before the convention yesterday morning. Reports of the various associations occupied much of the morning session. The convention on resolutions reported favorably on the bill pending before Congress, which was designed to eliminate false advertising, and resolutions were unanimously passed endorsing the bill. The local associations, to the city of Richmond, and to the press of Richmond, for courtesies extended delegates attending the sessions of the convention.

Many of the 200 or more delegates who have been attending the sessions of the convention left on late trains last night for their homes in various sections of the South.

QUEENSBURY MILLS, INC., IS GRANTED CHARTER

Newly-Formed Richmond Corporation Will Engage in Manufacture of Cloth Yarn—Other Charters.

The Queensbury Mills, Inc., of Richmond, with a capital stock of \$500 to \$425,000, was granted a charter yesterday by the State Corporation Commission. The officers named are H. B. Chalkley, president, and Andrew D. Christian, secretary, both of Richmond. The purposes of the concern are the manufacture of cloth yarn.

Other charters and amendments granted were as follows: Amendment to charter Citizens' Savings and Loan Corporation, of Lynchburg, increasing capital stock from \$300,000 to \$500,000. Amendment to the charter of the Canada Copper Corporation, Limited, of Richmond, changing name to Canada Copper Corporation, Limited. (Non-personal liability.)

Atlantic Construction Company, Inc., of Richmond, \$100,000 to \$150,000, real estate and building business. William H. Stittinger, president, and W. L. Delaney, secretary, both of Richmond. Dixie Time and Cement Corporation, of Richmond, \$10,000 to \$25,000, lime and cement business. Warner Moore, president; Warner Moore, Jr., secretary, both of Richmond.

The Harcroft School and Civic League, Harcroft; no capital; literary association. S. W. Smith, president; Annie H. Beattie, secretary, both of Harcroft.

Columbus Country Club, Inc., Port Perry, Alexandria County, \$2,000 to \$25,000 golf club. Leo A. Rover, president; Frank L. Hewitt, secretary, both of Washington.

Travis's Arts and Crafts Shop, Inc., Danville, \$2,500 to \$10,000, furniture business. C. M. Flinn, president; R. A. Travis, secretary, both of Danville.

Kingsport Amusement Corporation, Bristol, \$2,500 to \$5,000, athletic parks for all kinds of out-door games. L. L. Griffith, president; Bristol; C. D. Potts, secretary, Kingsport, Tenn.

The Alberta Tobacco Warehouse Corporation, Alberta, \$5,000 to \$10,000, tobacco warehouse. D. D. Brown, president; J. G. Brown, secretary, both of Alberta.

WILL HOLD CONFERENCE ON BRIDGE REPAIRS

Administrative Board to Go Over Best Methods of Reconstruction With City Engineer.

An early conference between the City Engineer and the Administrative Board, concerning the best kinds of repairs to be made on the Ninth Street Free Bridge, was announced yesterday by Chairman Whittey, of the board. Although the board voted to award the contract for the repairs to the time ago, there are still several bids before it at the present time. They call for the rebuilding of the eight middle spans, some naming steel and others concrete reconstruction, and there is a considerable difference in the amounts of the bids.

The City Engineer is now attending the annexation case in the Henrico County Court, and it is probable that the conference will not be held until the early part of next week.

DEMOCRATS IN CONFERENCE

Discuss Question as to Attitude Toward Tammany in New York State.

New York, June 18.—Democratic State leaders, representing all shades of party opinion, at a conference here to-day, heard a bitter discussion of the question of party unity in New York State, and the attitude of the party toward Tammany Hall. The question was not settled, but it provoked one of the liveliest debates ever heard in a representative Democratic gathering in this State. The discussion will be resumed to-morrow.

The conference was called to decide what course the party shall follow under the new primary law, by which candidates for the fall election will be nominated for the first time directly by the people.

The attack on Tammany came from Montgomery Hare, a New York lawyer. His proposition was that the Democrats this fall should place two full tickets on the primary election ballot—Tammany, and anti-Tammany—and let individual voters of the party decide which they wish to nominate.

ATTACK ON CHURCH SCHOOLS

Results in Several Speeches in Defense at Baptist Convention.

Boston, June 18.—A lively discussion of Baptist schools and colleges to-day preceded the adoption of the Board of Education's report at the Northern Baptist Convention in session here. Rev. William F. Pottinger, of Wilmington, Mass., precipitated the argument, when he said he had seen young men go from church to college full of the spirit of the gospel, and at the end of their course, cease to believe in anything. "I have grown broad," he said, "of listening to candidates for the Baptist ministry say they do not believe in the Virgin birth, or the resurrection of the physical body. I have been unable with a clear conscience to recommend any Baptist school that I know about."

Cries of "No, No," came from the audience. Several speakers defended the institutions.

Battle of Lynchburg Celebrated

[Special to The Times-Dispatch.]

Lynchburg, Va., June 18.—The fiftieth anniversary of the battle of Lynchburg was observed here this afternoon with a program, under auspices of the Old Dominion Chapter, United Daughters of the Confederacy. With a program at the old Lynchburg fort, from which city was defended successfully fifty years ago. An address was made by Rev. R. M. Chandler, pastor of Centenary Methodist Church, and Dr. E. A. Craighill, who was a surgeon in the hospitals here at the time of the battle, gave some personal reminiscences of the battle. The crowd present at the celebration was not a large one.

ANNOUNCE DATES FOR SUMMER NORMALS

State Department of Public Instruction Expects Large Attendance This Year.

LOCATION AND CONDUCTORS

Schools for White and Colored Teachers to Be Held in Richmond, Opening on June 23—Other Arrangements.

The State Department of Public Instruction yesterday announced the following complete list of the summer schools and their conductors:

For white teachers:

University of Virginia, Charles G. Maupis, Charlottesville; Harrisonburg, J. A. Burruss, Harrisonburg; Fredericksburg, F. H. Russell, Fredericksburg; East Radford, F. P. McConnell, East Radford; Martinsville, N. P. Painter, Roanoke; Covington, Joseph H. Saunders, Richmond; Norfolk, James Hurst, Norfolk; Chase City, C. H. Friend, South Boston.

For colored teachers:

Galax, J. A. Livesey, Galax; Emory, F. B. Fitzpatrick, Bristol; Richmond, J. A. C. Chandler, Richmond; Luray, John H. Borton, Luray; Dublin, John W. Ritchie, Williamsburg; Farmville, J. L. Jarman, Farmville; For colored teachers: Charlottesville, H. M. McNanaway, Charlottesville; Chesapeake, F. C. Bedinger, Boynton; Richmond, G. R. Hovey, Richmond; Lawrenceville, J. S. Russell, Lawrenceville; Manassas, William J. Decatur, Manassas; Hanston, George P. Phenix, Hanston; Christiansburg, E. A. Long, Christiansburg.

The summer work at the Harrisonburg and East Radford Normal Schools began June 15, and that at the Hampton School began June 16. The other schools will open their doors on June 23.

In addition to the summer normal schools for colored teachers, which are to be held at Richmond, Chase City, Lawrenceville, Christiansburg, Manassas and Hanston, another will be opened at Charlottesville. This school will be conducted by Superintendent H. M. McNanaway, of Albemarle County. Already 150 letters from teachers and students who intend going to Charlottesville. The indications are that his school will draw from five or six of the normal schools, and that it will be well attended.

SCHOLARSHIPS AWARDED TO UNIVERSITY STUDENTS

Charlottesville, Va., June 18.—Holders of scholarships and fellowships at the University of Virginia for the session of 1914-1915 have been announced as follows: Charles D. Birely, Birely scholarship, founded upon the bequest of the late Mrs. Evalena Seavers Birely, in honor of her husband, Valentine Birely, of Frederick, Md.; Lattin Travis White, of Frederick, Md.; J. Thompson Brown scholarship, to Charles Henderson, of Bellvue, Va.; Henry Coates scholarship, to Andrew J. Brewer, of Charlottesville, N. C.; Daniel W. Harmon scholarship, in the department of law, to Willard Payson McLean, of Richmond; McLean scholarship, established in honor of the late Leander J. McCormick, to John Wesley Barron, of Grandview, Tenn.; William C. Folkes scholarship, to John Cabell Rives, of Lynchburg, Va.; James H. Skinner scholarship, for young men who purpose to become ministers of the Protestant Episcopal Church, in America, to James K. Marshall Lee, of Charlottesville; William Dickinson Smith, Jr., of Winchester, Va.; Tilghman Sharp, of Norfolk, Va.; M. I. Bethen, of Gordon, Va.; Harwell and Noble C. Powell; John V. Mason fellowship, founded upon the gift of Archer Anderson, of Richmond, to Earnest Jackson Oglesby, of Glade Spring, Va.; Vanderbilt fellowships, to Palmer Hampton Graham, of Jonesville, Va., and H. L. Alden; William Cabell Rives fellowship, founded in honor of the distinguished statesman of that name by his grandson, Dr. William Cabell Rives, of Washington, D. C.; to Thomas Stuart Luck, Phelps-Stokes fellowship in sociology for the study of the negro, to Samuel Tilden Bittling, of Carlsbad, New Mexico; Bennett W. Green scholarships, to J. O. Beatty, of Ruckerville, Va., and D. S. Semmes.

Case Postponed

The abduction case against Napoleon Williams, colored, was yesterday continued until Saturday by Magistrate Sunday in the Henrico County Magistrate Court. The man is charged with abducting Ellen Smith, a young negro girl.

Gets One Year for Assault

H. P. Utley, a white man, charged with assaulting Mary Fagan with a brick on May 15, was found guilty by a jury in the Hustings Court yesterday and sentenced to one year on the roads.

Joyful Anticipation of Motherhood

There is apt to be a latent apprehension of distress to mar the complete joy of this is quite overcome by the advice of so many women to use "Mother's Friend." This is an external application designed to soothe the muscles and to thus so relieve the pressure reacting on the nerves, that the natural strain upon the cords and ligaments is not accompanied by those severe pains said to cause nausea, morning sickness and many local distresses.

Many people believe that those remedies which have stood the test of time, that have been put to every trial under the varying conditions of age, weight, general health, etc., may be safely relied upon. And judging by the fact that "Mother's Friend" has been in continual use since our grandmother's earlier years and is known throughout the United States it may be easily inferred that it is something that women gladly recommend.

"Mother's Friend" is prepared only in our own laboratory and is sold by druggists everywhere. Ask for a bottle to-day and write for a special book for expectant mothers. Address: Bradfield Regulator Co., 197 Lamar Bldg., Atlanta, Ga.

Safes Bought, Sold and Exchanged

Safes Repaired—Safes Hauled BARNES SAFE & VAULT CO. 12 North Twelfth St., Phone 123

CHILDREN TO PARADE ON PROHIBITION DAY

Will Be Feature in Richmond During State-Wide Observance, June 27.

HAVE APPROPRIATE FLOATS

Woman's Temperance League of America Making Elaborate Preparations, and Occasion Promises to Be Memorable One.

One of the most interesting features of Prohibition Day, which will be observed throughout Virginia on June 27, plans for it having been formed by the Woman's Temperance League of America, will be a parade of children in Richmond.

During the day workers in behalf of temperance will have for sale a "newspaper" devoted entirely to exposing the cause of prohibition. That night there will be a mass-meeting on the site of old Ford's Hotel, Eleventh and Broad Streets, where an address will be made by a speaker of prominence, whose name has not yet been announced.

APPROPRIATE FLOATS

Features of the parade will be appropriate floats, one for each of the four wards in the city. The parade is scheduled to start in the afternoon at 5 o'clock from Seventh and Grace Streets. The line of march will be as follows: west on Grace, to Jefferson, south on Jefferson to Franklin, east on Franklin to Fifth, north on Fifth to Grace, east on Grace to Capitol, and thence to Eleventh and Broad Streets.

All Sunday schools have been invited to participate. The places of formation will be as follows: children from Jefferson Ward, on Sixth Street, south of Grace; Madison Ward, on Sixth Street, north of Grace; Clay Ward, on Fifth Street, south of Grace; and Ward, on Fifth Street, north of Grace.

All details for the observation of Prohibition Day have not been announced, but they are being rapidly completed, it is understood.

GAYLOR GOES TO JAIL FOR ROBBERY NEWSBOY

"Judge" Tells Court He Took Money to Go to Bedside of His Dying Mother.

Ever resourceful, Judge Samuel W. Gaylor appeared before Justice Crutchfield yesterday morning in Police Court with a tearful plea for clemency. He was arraigned on a charge of stealing \$2 from a negro newsboy, of the near-by neighborhood, and in extension of the offense, he told the court that he had only taken the money as a loan, and then as a matter of dire necessity, the cash being needed for the funeral of his mother, who he said was dying. He said he had heard similar tales on several other occasions, Justice Crutchfield referred to the "Judge" to the tender mercies of City Sergeant Satterfield, and for the next sixty days he will draw rations at the expense of the taxpayers, and will have an iron cut all to himself each night.

Gaylor, who is a well-known local character, is a fellow craftsman of his victim, but was apparently a stranger to the latter. He was standing at the corner of Eighth and Franklin Streets, where he was told by a negro, who is quite small, approach him, saying that he had \$2 to deliver to Mr. Jones. The "Judge" said he was the party sought, and pocketed the cash. This occurred several weeks ago.

As there is always the possibility that the truth is told in Police Court, Justice Crutchfield stated that if he found that Gaylor's mother had actually died, and that the "Judge" had actually stolen the money to go to her bedside, he would see that the sentence was cut down somewhat.

Take Girls to Country

Forty little girls, who have come under the observation of the workers of the Instructive Visiting Nurses' Association, left the city yesterday morning for their yearly visit to "Longwood," the country home maintained by the association.

STATE TYPHOID-FREE, ASSERTS HEALTH BOARD

Despite Hot and Dry Season, Virginia Has Escaped With Little Disease.

CARELESSNESS IS DANGEROUS

Public Warned That to Insure Protection It Must Appreciate Importance of Keeping Own and Neighbors' Premises Sanitary.

The recent hot weather and exceptionally long dry season, notwithstanding, Virginia thus far has escaped with comparatively little typhoid fever, and, in the judgment of the State Board of Health, its citizens can hope for a healthy summer if the localities are reasonably alert in preventing the spread of the disease.

"The wonder of our typhoid situation," the board stated in its weekly bulletin, "is not that we have fever in certain localities, but that certain others escape as lightly as they do. Complaints which reach us from some communities indicate a carelessness in the fundamentals of sanitation which is dangerous in its extreme."

"In a climate such as ours, where flies breed quickly and in tremendous numbers, we can expect this pest to carry the germs of disease wherever they are exposed."

CLEAN TO AVOID DISEASE

"Our people, to be protected from the disease, must appreciate the importance of keeping their own premises clean, and of seeing that their neighbors also obey the law. At this season the attention of local health officers should be called to all nuisances, and every citizen should consider himself bound to do his part in the protection of his community. If the people will really unite to this end, we may expect good year, despite the hot weather. If the people insist upon neglecting the fundamentals of good health, the efforts of sanitary officers will be vain."

The board is prepared to combat any epidemic that may appear hereafter, and has its staff ready for immediate work. It is also sending out special literature to physicians, and is endeavoring to each practitioner a number of the special "bedside directions" for the cure of typhoid fever cases. Communities in which typhoid assumes epidemic proportions are urged to notify the board immediately.

POSTAL EMPLOYEES WANT SATURDAY HALF-HOLIDAY

Uncertain How Far Executive Order Will Apply to Post Office—May Result in Some Confusion.

While by no means optimistic, employees of the Richmond post-office are awaiting with interest the interpretation which the Post-Office Department will put upon the Saturday half holiday order. President Wilson last week signed an executive order, which provides that Federal employees will be required to work more than four hours on each Saturday between June 15 and September 15. While no exceptions are mentioned in the order, it is not believed that post-office employees will be included, and, as the department has not mentioned the matter, the usual routine will be carried out to-morrow, unless further directions are received to-day.

Unless the order apply to the post-office, it is expected that it will cause considerable confusion at first, particularly in view of the fact that nearly thirty employees have to be given compensatory time during the week on account of working on Sunday. This compensatory time to some extent, and with practically half of the force gone all day on Saturday, it is feared that the mail will accumulate too fast for expeditious handling.

The same trouble can be expected in all parts of the country, although it is believed that the business houses will be able to handle the extra mail.

which would suffer most by the delay, would be willing to put up with some inconvenience. Postmaster Hay T. Thornton is anxious to see the executive order tried, however, but, until ordered by the department to put it into effect, he can make no move.

The Treasury Department, which owns and controls the Federal Building, in which a number of men are employed as janitors and caretakers, has not notified Mr. Thornton, the custodian, in what way the order would affect these men.

Governor Has Neuralgia

Governor Stuart returned yesterday morning from Blacksburg, where he delivered the address at the annual meeting of the Virginia Polytechnic Institute. He was suffering from a slight attack of neuralgia, and did not leave the Executive Mansion during the day. It was thought that he would be at his office to-day.

New York Educator Here

Dr. Myron T. Scudder, Professor of Education, University of Virginia Summer School, and proprietor of the Scudder School for Girls, in New York City, will arrive to-day and be at Jefferson Hotel from noon until noon to-morrow to consult with parents desiring to send their daughters to New York for a course of education.

THE WORD

Sohmer

means everything to the real musician, and it means a lifetime of piano satisfaction to you. See them on the floors of

LeeFergusson Piano Co.

119 East Broad Street.

The New Mid-Season Styles

We've just gotten in are getting lots of admiration and compliments; exactly what they deserve and what was expected of them.

Particularly striking English suits, rakish looking, with any amount of "speed"—soft front, long roll body tracing, unpadded shoulders, patch pocket coats—7-button, English collar, patch pocket vests—trouser legs as straight as a plumb line—new

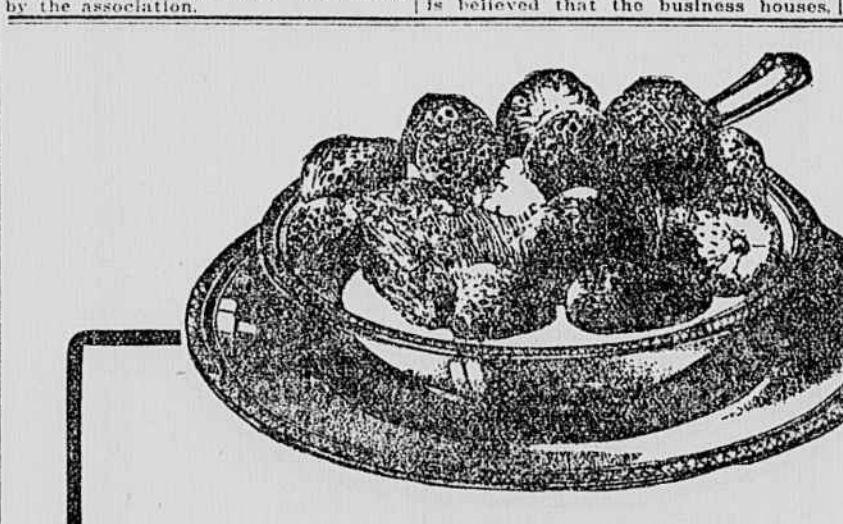
Hairlines, Chalklines, Pinstripes, Checks, Tartans

That cover every angle of the popular English Craze. New things for conservative men—new silk mixtures, serges, cassimeres, worsteds—the best looking clothes you've ever seen.

\$15, \$18, \$20, \$22.50 and up to \$35

BURK & CO.

Main and Eighth



Make this your "Meat"

A nourishing, satisfying strengthening dish that tempts the palate and gives stomach comfort after the digestive organs have wrestled with high-proteid foods—

Shredded Wheat Biscuit

With Strawberries

Nothing so delicious, nothing so easily digested, nothing so easy to prepare. The only breakfast cereal that combines naturally with berries and other fruits.

Heat one or more Biscuits in the oven to restore crispness; then cover with berries or other fresh fruit; serve with milk or cream and sweeten to suit the taste. Better than soggy white flour "short-cake"; contains no yeast, no baking powder, no fats, no chemicals of any kind—just the meat of the golden wheat, steam-cooked, shredded and baked.

The Shredded Wheat Company,

Niagara Falls, N. Y.